



Architecting a \$1B Exit: From Opaque Operations to Strategic Value

Client: **Systems Control**

Exit Value: **\$1 Billion**

Industry: **Manufacturing**

PE ROI: **5X Multiple**

Ownership: **Comvest Partners**

"Quantum's work in establishing institutional-grade financial clarity was instrumental. It de-risked our investment, empowered the management team, and was a key factor in our ability to confidently take the company to market and achieve a premium valuation."

— Partner, Comvest Partners

The Situation: A High-Potential Company Flying Blind

When PE firm Comvest Partners acquired Systems Control, they had a promising \$200M manufacturing asset. However, a foundational lack of financial visibility—especially into the true Cost of Goods Sold (COGS)—was a direct barrier to optimizing operations, building investor confidence, and preparing for a successful, high-value exit. Without a CFO or Controller, the company lacked the leadership to meet PE reporting requirements or address the looming ASC 606 compliance hurdle.

The Quantum Transformation: A Dual-Phase Financial Build

We were engaged to architect and implement a complete financial transformation. Our dual-phase approach was designed to first build a solid foundation and then layer on technical accounting sophistication.

- **Financial Infrastructure Development:** We engineered a comprehensive cost accounting framework within the existing ERP, implementing driver-based P&L reporting and granular analysis capabilities to provide the first-ever clear view of performance by product line and customer.
- **Technical Accounting Implementation:** With the foundation in place, we executed a full, compliant ASC 606 Revenue Recognition implementation, including a historical revenue restatement and the creation of comprehensive process documentation and internal controls.
- **Technology & Methodology:** Our approach was Trial Balance-Driven, leveraging a BigQuery Data Warehouse and Looker for analytics to create a Single Source of Truth.

The Value Created: A 5x Return Driven by Clarity and Confidence

Our partnership transformed the finance function from a liability into a strategic asset that directly accelerated the company's value creation journey.

The Transformation:

FROM	TO
Limited COGS Visibility	Granular Margin Analysis by Product Line & Customer.
Basic, Slow Reporting	Real-Time Cost Tracking & Institutional-Grade PE Reporting.
An Exit Barrier	A "Buttoned-Up" Financial Infrastructure that Accelerated Due Diligence.

The Results:

- Enabled a \$1B Strategic Sale, realizing a 5x return on investment for Comvest.
- Empowered Data-Driven Decisions at the operational level, leading to improved margin management.
- Enhanced Investor & Acquirer Confidence with transparent, reliable, and professional financial reporting.

Strategic Takeaway

For PE firms, a "buttoned-up" financial infrastructure is not just a support function; it is a direct driver of enterprise value. Investing in financial clarity early in the hold period significantly enhances operational control and directly contributes to a faster, more lucrative exit.

QFi Capabilities Demonstrated:

- PE Advisory & Exit Readiness
- Technical Accounting Implementation (ASC 606)
- Unit Economics & Cost Accounting
- Financial System Transformation